Electronic Commerce

Electronic ~~Commerce~~ Business

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Leveraging our resources

by

Doing our *business electronically*

Last year you asked:

When can we stop using CBD?

The answer is:

Use it,

embrace it,

Web it!!

CBD*Net*

Commerce
Business Daily

- by GPO for Dept of Commerce

CBD*Net*

- What is it?

CBD*Net*

- What is it?
  - Contracting

CBD*Net*

- What is it?
  - Contracting *web tool*

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    for submitting notices to the CBD

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CBD*Net*

- What is it?
  - Contracting *web tool*

    for submitting notices to the CBD

  - Contractor *web tool*

    for searching the CBD

    for business opportunities

Motivation

- ***Dollar and Time Savings***
  - $5 vs $18
  - centrally funded
  - notices posted often the same day
- ***Easy and More Powerful Tool***
  - direct submittal from desktop
  - stop mistakes before they are published
  - embedded hyperlink and email features

How easy is it?

- AF Contracting: For a new submission

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  - Use CBD*Net* Web form

  -- AF Contacting Home Page
  (http:www.safaq.hq.af.mil/contracting)

  -- Training and Toolkit Page

  Toolkit, Part 5, Publicizing

How easy is it?

- AF Contracting: For a new submission
  - Buyer drafts Section 17
  - Use CBD*Net* Web form
  - How does this look to the world?

    -- CBD*Net* Home Page

        -- (http://cbdnet.gpo.gov/index.html)

            -- Browse the CDB page

                -- Select a synopsis to view

How easy is it?

- Industry: As a search tool

- AF Contracting: For a new submission

How easy is it?

- Industry: As a search tool
  - Fielded search: "radar shelters"

    at "Hanscom"

    since "010197"

    -- Use the information above to do a "Fielded Search" on the CDBNet Home Page (http://cbdnet.access.gpo.gov/)

- AF Contracting: For a new submission

How easy is it?

- Industry: As a search tool
  - Fielded search: "radar shelters"

    at "Hanscom"

    since "010197"

  - Simple search: "BOP"

- AF Contracting: For a new submission

How easy is it?

- Health Check:

- AF Contracting: For a new submission
- Industry: As a search tool

How easy is it?

- Health Check:
  - USAF universe (see query report)
  - "af.mil" for email links
  - "af.mil" for URL links
  - You can do this as well!

- AF Contracting: For a new submission
- Industry: As a search tool

What are we doing now?

Two costs for sending notices to the CBD:

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- *Two costs for sending notices to the CBD:*

$18

- Direct mail
  (USPS)

- Indirect e-mail
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- *Two costs for sending notices to the CBD:*

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$5

- CBD*Net* - Web form
- CBD*Net* - Direct e-mail
- CBD*Net* - ACPS

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Air Force Statistics   Jan - Mar '97

What are we doing now?

Air Force Statistics   Jan - Mar '97

- Submitted:

What are we doing now?

Air Force Statistics   Jan - Mar '97

- Submitted: 4,117 notices

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Air Force Statistics   Jan - Mar '97
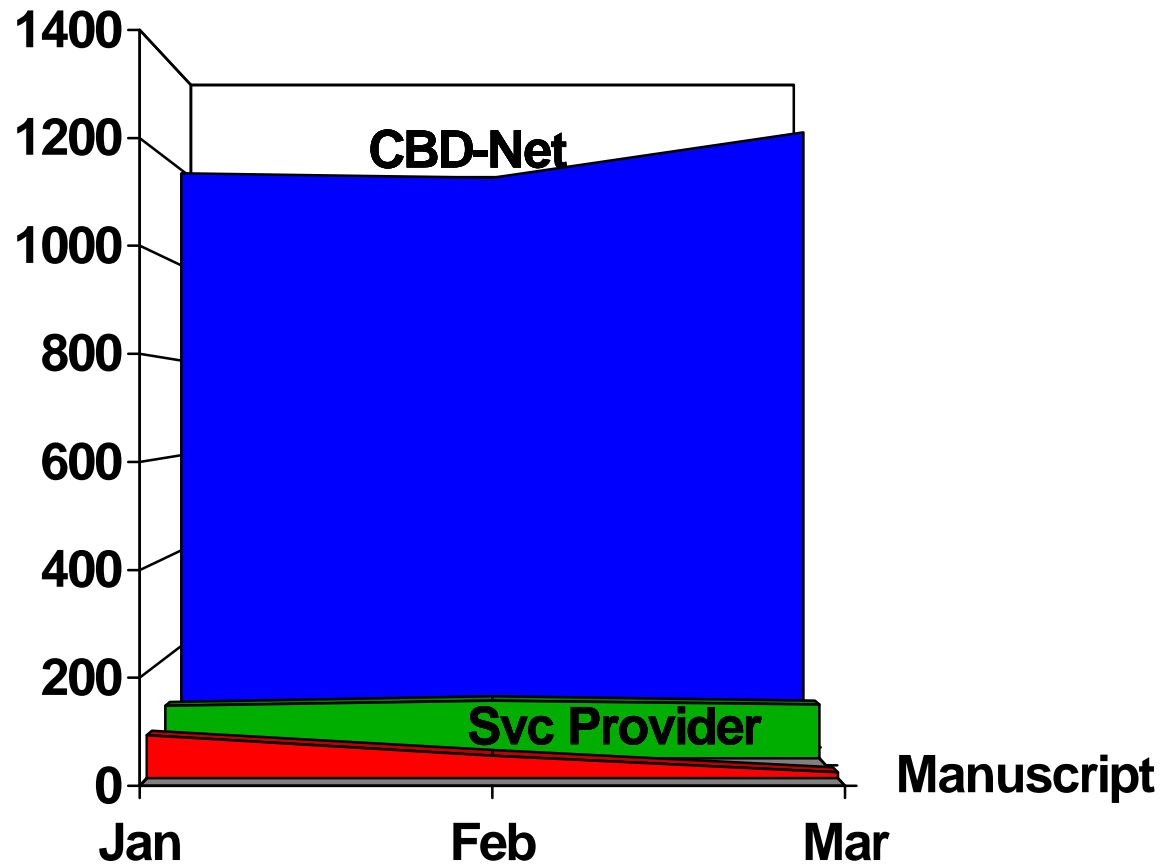
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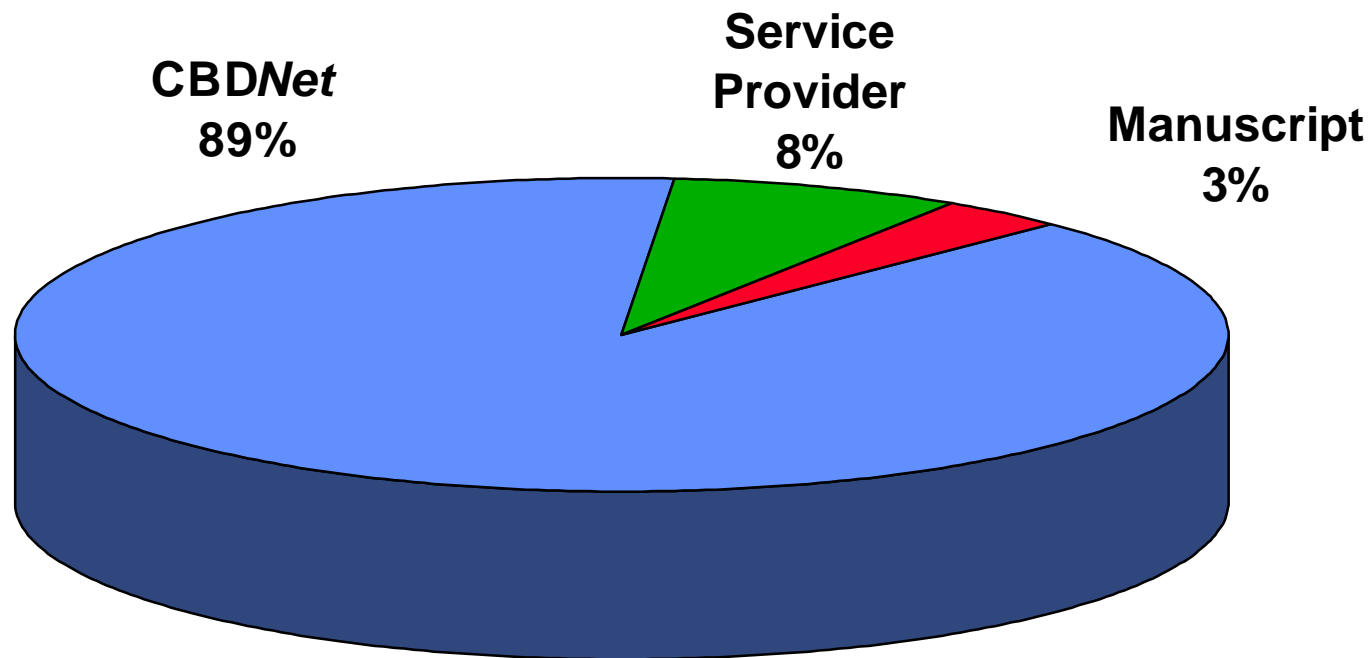
- Submitted: 4,117 notices
- Spent: $ ~26.6K

Air Force Statistics Jan - Mar 97

AF saved $47.5K over 3 months

Air Force Statistics   Jan - Mar 97

**CBD*Net*
89%**

**Service
Provider
8%**

**Manuscript
3%**

AF lost $6K in potential savings

How can we guarantee success for this leveraging tool?

- Internet access
  - last year: 20%
  - this year: 77%
- Increase awareness
- Reinforce ease-of-use
- Consistent policy
  - revise FAR

The next step:
Exploiting the real power

- **CBD*Net*** is the front door to your business opportunity pages

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Exploiting the real power

- **CBD***Net* is the front door to your business opportunity pages
  - Hyperlink to buyer's files
  - Cut contractor calls and information requests
- **CBD***Net* helps to promote "Early industry involvement"
  - A "reading room on the Web"

What is needed to achieve the vision?

- 1
- 2
- 3
-
-
-

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- **ALL** written (web-published) material must be clear

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  – *"How-to-use" guidance must be excellent!*

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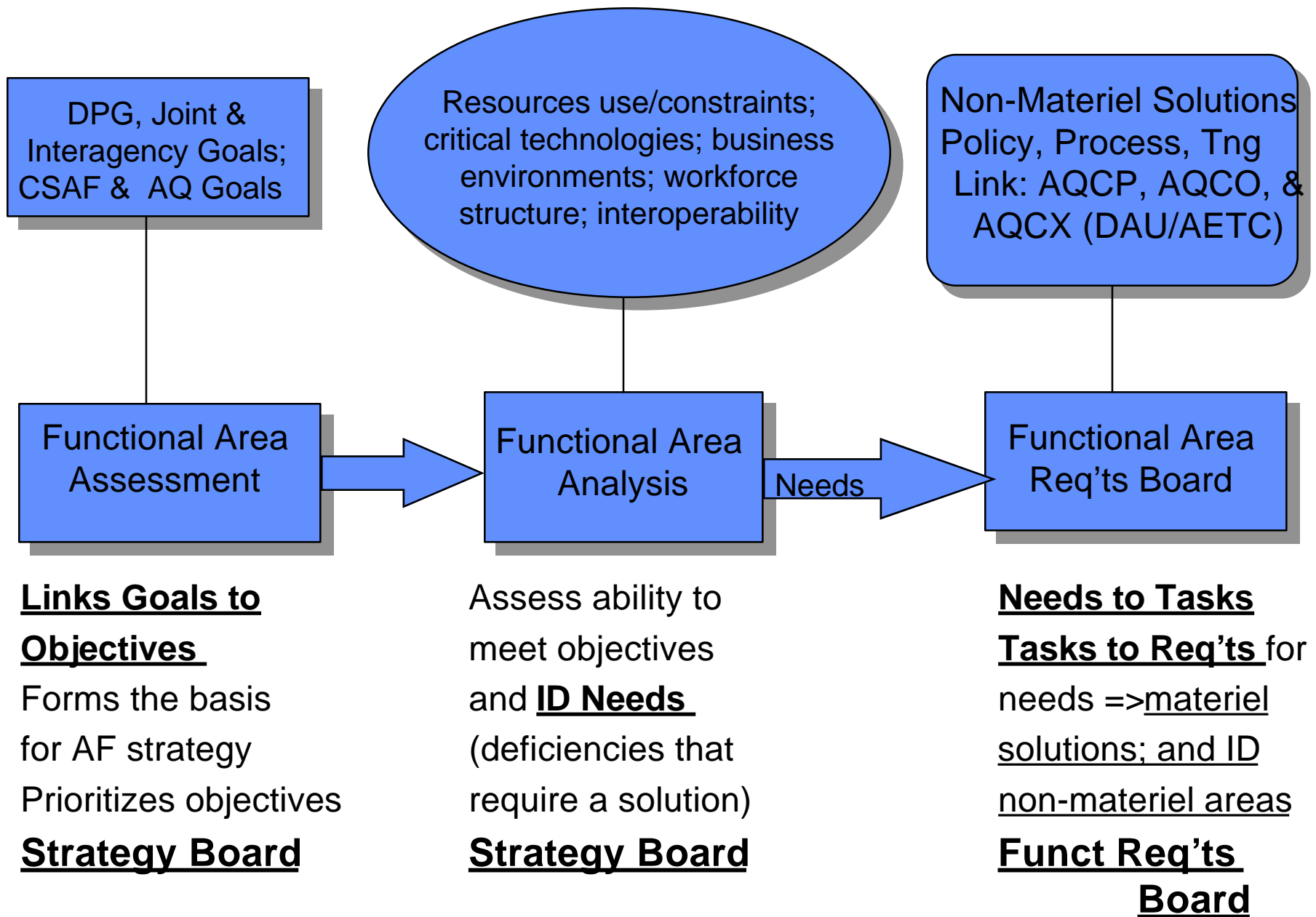 *Traditional conversation is an opportunity to ensure understanding!*

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- Buyer tools

  – *"How-to-use" guidance must be excellent!*

  – *Network support must be reliable!*

"Leveraging our resources
by
Doing our *business electronically*"

- CBD*Net* is a concrete, "at-hand" example
  - Buyer tool to create/submit notices
  - Front door to bizops
- Consistent with Strategy Board process
  - supports Goal 1 and Objective 1A

AF Contracting: Strategy to Requirements

DPG, Joint & Interagency Goals; CSAF & AQ Goals

Resources use/constraints; critical technologies; business environments; workforce structure; interoperability

Non-Materiel Solutions Policy, Process, Tng Link: AQCP, AQCO, & AQCX (DAU/AETC)

Functional Area Assessment → Functional Area Analysis → **Needs** → Functional Area Req'ts Board

Links Goals to Objectives
Forms the basis for AF strategy
Prioritizes objectives
Strategy Board

Assess ability to meet objectives and **ID Needs** (deficiencies that require a solution)
Strategy Board

Needs to Tasks
Tasks to Req'ts for needs =>materiel solutions; and ID non-materiel areas
Funct Req'ts Board

Linking DoD Goals to AF Contracting Objectives

DoD Goal

Use EC & IT to streamline procurement processes internally & externally

AF Contracting Goals

1. Reengineer AFCIS business processes to be responsive to business changes across the acquisition cycle

2. Fully prepare to transition to SPS & GCSS-AF

3. Transition legacy systems to stds-compliant single system

4. Timely integration of policy & process changes into AFCIS

AF Contracting Objectives

1a. Leverage the Internet for business processes; 1b. Integrate CBT into processes;

2a. Integrate w/GCSS-AF & DFAS; 2b. Invest in infrastructure; 2c. Fully integrate FY 97 & FY 98 spend plans w/SPS; 2d. Achieve global shared info; 2e. Develop contingency syst; 2f. Implement efficient & effective sustainment approach

3a. Achieve Y2K by end-98; 3b. Migrate to single writing syst; 3c. Assess need for std data & processes to achieve a single syst; 3d. Optimize FACNET sustainment; 3e. Reduce systems

4a. Issue timely block releases of policy changes simultaneously with training & tools